(2)

1991 Industrial Available Space
(in Million Square Feet)

Industrial Rental Rate Ranges
(Net Annual Asking Rates)

		Warehouse/ Manufacturing	High Tech/ Office Service	Warehouse/ Manufacturing		High Tech/ Office Service	
				1990	1991	1990	1991
East	**Boston MA**	17.09	10.61	$3.00–8.50	$2.50–8.50	$4.50–12.00	$3.50–12.00
	Fairfield County CT	••••	••••	••••	••••	••••	••••
	Hartford CT	••••	••••	••••	••••	••••	••••
	Long Island NY	19.63	4.13	$4.00–8.00	$3.50–8.00	$6.00–12.00	$6.00–12.00
	New Haven CT	••••	••••	••••	••••	••••	••••
	New York–Downtown NY	••••	••••	••••	••••	••••	••••
	New York–Midtown NY	••••	••••	••••	••••	••••	••••
	Northern NJ	58.18	8.47	$2.00–6.95	$2.00–6.50	$3.00–15.00	$5.50–13.00
	Northern VA	4.88	7.30	$3.85–12.50	$2.00–13.50	$3.50–17.75	$2.00–19.75
	Philadelphia PA	41.09	11.98	$1.45–5.00	$0.35–5.50	$4.75–13.00	$2.25–13.50
	Pittsburgh PA	20.14	0.88	$1.11–9.23	$1.00–10.00	$5.00–15.00	$3.00–18.00
	Princeton NJ	9.55	2.01	$2.00–5.25	$2.25–5.00	$2.79–13.75	$4.50–13.00
	Southern NH	••••	••••	••••	••••	••••	••••
	Suburban MD	••••	••••	••••	••••	••••	••••
	Washington DC	••••	••••	••••	••••	••••	••••
	Westchester County NY	••••	••••	••••	••••	••••	••••
Midwest	**Chicago IL**	75.68	5.35	$2.25–7.50	$2.00–6.50	$6.00–13.00	$6.00–13.50
	Detroit MI	34.48	5.73	$1.00–6.65	$1.00–6.75	$4.00–13.00	$3.50–13.00
South	**Atlanta GA**	38.37	4.36	$1.75–4.50	$1.50–4.50	$5.50–11.50	$5.00–9.50
	Austin TX	7.84	6.91	$3.00–6.00	$2.60–5.40	$7.20–9.00	$5.40–7.00
	Boca Raton FL	1.35	0.57	$3.50–5.50	$2.50–4.50	$4.50–12.00	$4.50–12.00
	Dallas TX	25.93	4.97	$2.25–3.50	$2.25–3.50	$4.50–8.00	$4.50–8.00
	Ft. Lauderdale FL	6.30	1.55	$3.50–5.50	$2.50–4.50	$4.50–12.50	$4.50–8.00
	Houston TX	25.35	4.16	$1.50–3.00	$1.80–3.00	$3.60–8.40	$3.60–8.40
	Louisville KY	4.07	0.14	$2.25–4.00	$1.25–3.75	$5.50–7.00	$5.50–7.50
	Memphis TN	11.23	1.03	$1.00–3.50	$1.25–3.50	$4.50–10.00	$4.50–12.00
	Miami FL	11.73	1.08	$2.50–5.50	$2.50–5.50	$6.00–10.00	$6.00–10.50
	Orlando FL	4.99	1.50	$1.85–4.25	$1.85–3.50	$5.50–14.00	$4.00–9.00
	San Antonio TX	7.78	1.63	$1.80–2.40	$1.44–3.00	$3.00–7.20	$3.00–6.60
	Tampa FL	5.70	1.13	$2.50–5.25	$2.00–5.25	$6.50–11.00	$6.00–11.50
	West Palm Beach FL	1.57	0.37	$3.50–5.50	$2.50–4.50	$4.50–11.50	$4.50–8.00
West	**Bellevue WA**	0.59	1.33	$4.20–8.40	$4.20–8.40	$9.00–12.60	$5.40–12.60
	BeverlyHills/Century City CA	••••	••••	••••	••••	••••	••••
	Contra Costa CA	4.02	1.25	$2.04–6.24	$2.52–5.76	$4.80–11.40	$3.00–11.40
	Denver CO	13.73	3.10	$1.50–5.50	$1.50–6.00	$4.50–7.50	$3.00–8.00
	Los Angeles CA	55.84	3.60	$3.00–5.04	$2.16–12.00	$7.40–13.08	$4.80–19.80
	Los Angeles North CA	17.75	4.43	$3.80–7.20	$3.48–7.00	$5.40–15.48	$5.00–14.40
	Los Angeles South CA	28.13	2.69	$3.84–6.84	$2.88–7.20	$8.28–12.36	$4.80–13.20
	Newport Beach/Irvine CA	10.11	6.79	$4.96–7.55	$4.56–6.72	$7.42–10.54	$7.56–10.44
	Oakland CA	17.29	2.05	$2.88–5.04	$2.33–6.30	$3.60–6.60	$5.40–12.50
	Ontario CA	13.12	1.80	$3.12–4.08	$2.64–4.20	$6.36–10.20	$4.56–8.40
	Orange/Anaheim CA	10.79	2.20	$3.60–6.00	$3.48–5.55	$5.76–12.00	$5.61–8.28
	Phoenix AZ	20.84	2.29	$2.16–7.20	$2.16–9.84	$5.40–10.20	$1.32–10.80
	Portland OR	6.18	1.90	$2.28–3.36	$2.28–3.60	$7.44–9.00	$3.24–9.60
	San Francisco CA	••••	••••	••••	••••	••••	••••
	San Francisco Peninsula CA	3.67	0.68	$4.20–8.40	$4.20–7.80	$7.80–15.00	$9.60–15.00
	San Jose CA	6.71	17.59	$3.24–8.04	$3.00–9.00	$6.60–23.40	$5.82–19.20
	Seattle WA	4.51	0.11	$3.12–4.50	$3.00–4.20	$5.40–7.20	$3.60–4.20

1991 Industrial Transaction Activity
(in Million Square Feet)

Industrial Land Prices
(in Thousands/Acre)

Leasing	Sales	Raw Land 1990	Raw Land 1991	Improved Land 1990	Improved Land 1991		
5.87	0.34	$30–175	$30–150	$50–250	$50–225	Boston MA	*East*
••••	••••	••••	••••	••••	••••	Fairfield County CT	
••••	••••	••••	••••	••••	••••	Hartford CT	
4.81	1.20	$144–900	$125–500	$167–900	$150–600	Long Island NY	
••••	••••	••••	••••	••••	••••	New Haven CT	
••••	••••	••••	••••	••••	••••	New York–Downtown NY	
••••	••••	••••	••••	••••	••••	New York–Midtown NY	
14.56	2.26	$150–500	$150–500	$250–600	$250–600	Northern NJ	
2.41	0.72	$39–261	$39–218	$98–305	$98–261	Northern VA	
7.91	2.44	$25–60	$25–60	$35–200	$35–125	Philadelphia PA	
3.47	2.17	$10–50	$10–50	$40–150	$30–250	Pittsburgh PA	
3.05	0.10	$60–200	$60–200	$100–350	$100–350	Princeton NJ	
••••	••••	••••	••••	••••	••••	Southern NH	
••••	••••	••••	••••	••••	••••	Suburban MD	
••••	••••	••••	••••	••••	••••	Washington DC	
••••	••••	••••	••••	••••	••••	Westchester County NY	
18.61	7.79	$22–152	$15–109	$44–261	$33–240	Chicago IL	*Midwest*
8.33	3.89	$15–75	$15–75	$55–185	$22–240	Detroit MI	
12.87	6.01	$25–110	$20–110	$65–125	$45–125	Atlanta GA	*South*
N/A	N/A	N/A	$3–100	N/A	$30–200	Austin TX	
N/A	N/A	$150–200	$50–150	$200–250	$100–200	Boca Raton FL	
11.79	5.12	$15–30	$12–33	$50–160	$54–152	Dallas TX	
N/A	N/A	$125–225	$50–150	$150–250	$100–200	Ft. Lauderdale FL	
8.02	2.30	$10–60	$10–60	$65–160	$65–160	Houston TX	
1.07	0.22	$15–25	$15–25	$25–70	$27–80	Louisville KY	
N/A	N/A	$7–50	$2–35	$40–500	$30–150	Memphis TN	
3.95	1.43	$100–175	$75–150	$200–500	$150–350	Miami FL	
1.77	0.38	$79–98	$45–90	$98–150	$78–150	Orlando FL	
N/A	N/A	$28–44	$15–20	$37–131	$22–65	San Antonio TX	
1.96	1.05	$65–196	$13–17	$109–240	$70–152	Tampa FL	
N/A	N/A	$100–150	$50–150	$150–200	$100–200	West Palm Beach FL	
1.72	0	$109–200	$109–218	$218–435	$218–523	Bellevue WA	*West*
••••	••••	••••	••••	••••	••••	BeverlyHills/Century City CA	
2.88	0.32	$76–192	$44–338	$156–338	$87–403	Contra Costa CA	
4.03	5.42	$10–33	$11–33	$44–174	$30–131	Denver CO	
12.59	4.71	••••	••••	$73–2,657	$479–8,712	Los Angeles CA	
5.35	1.46	$190–625	$125–625	$550–1,089	$450–700	Los Angeles North CA	
7.47	1.33	••••	••••	$653–1,307	$653–1,220	Los Angeles South CA	
5.19	0.74	••••	••••	630–800	$348–610	Newport Beach/Irvine CA	
5.99	3.32	$76–327	$196–218	$250–436	$109–305	Oakland CA	
4.06	1.18	$196–240	$131–218	$207–327	$196–240	Ontario CA	
3.18	0.80	$392–784	••••	$348–849	$357–653	Orange/Anaheim CA	
8.85	1.10	$30–65	$22–65	$65–152	$35–131	Phoenix AZ	
2.69	2.14	$55–87	$44–87	$72–174	$65–174	Portland OR	
••••	••••	••••	••••	••••	••••	San Francisco CA	
2.49	1.55	$348–436	$436–523	$523–697	$523–697	San Francisco Peninsula CA	
8.62	1.66	$55–162	$55–162	$226–958	$196–1,307	San Jose CA	
4.38	0.37	$131–240	$87–131	$174–283	$185–218	Seattle WA	